



WORLD HEADQUARTERS

1062 Progress Street
Pittsburgh, Pennsylvania 15212-9990137536
Travel Services Department
May 7, 1999

OST-99-5539-583

The Honorable Rodney Slater
Secretary
U.S. Department of Transportation
400 Seventh Street, SW
Washington, DC 20590

DEPT OF TRANSPORTATION

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ACTION

is assigned to

CONTROL NO.

990510-002

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Dear Secretary Slater:

I am writing in strong support of Northwest Airlines' application for 11 new passenger and cargo flights to China and the Pacific during the first two years of the new U.S.-China aviation agreement.

As you know, Northwest is looking to expand its service with two new nonstop passenger flights from Detroit to Shanghai in the first year, and a total of three by the summer of 2000. These new flights, combined with Northwest's existing nonstop schedule to China from Detroit, will provide East Coast and Midwest passengers with eight weekly nonstop flights - five to Beijing and three to Shanghai - reaching 70% of the United States population including Pennsylvania.

While United Airlines currently offers 14 of the 23 passenger flights, and FedEx operates the all cargo market with 4 weekly flights, Northwest's Detroit to China gateway provides Pennsylvania businesses with faster, more convenient service to this important export market.

- Northwest offers convenient same day service from all of Pennsylvania's major airports, through Detroit to Shanghai, including Allentown/Bethlehem, Erie, Harrisburg, Philadelphia, Pittsburgh and State College airports.
- United only offers same day service from Philadelphia and Pittsburgh.
- Northwest beats United, offering a faster travel time from Pennsylvania's busiest airports to China - Northwest saves Pennsylvania passengers over two hours from Philadelphia and over three hours from Pittsburgh compared to United.

The new, more convenient, and faster service provided by Northwest from Pennsylvania to Asia would ultimately generate new business, new jobs and new growth in our state. I wholeheartedly support Northwest's application and urge your approval.

Thank you for your serious consideration.

Sincerely,

Ralph Davis
Manager - Travel Services
H. J. Heinz Company